

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

RECEIVED
DEPARTMENT OF JUSTICE
Nov 25 10 20 AM '75
REGISTRATION UNIT
CRIMINAL DIVISION

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant

DEVELOPMENT COUNSELLORS INTL. LTD.

2. Registration No.

1421

3. Name of foreign principal

THAILAND BOARD OF INVESTMENT

4. Principal address of foreign principal

Bangkok, Thailand

5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) _____

☐ Individual - State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

Board of
Investment

b) Name and title of official with whom registrant deals.

Somphong Wanapha, Chief Representative

7. If the foreign principal is a foreign political party, state:

a) Principal address N/A

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

N/A

TERMINATED

DATE 1/76

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal. . . . Yes ☐ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

N/A

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

N/A

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A November 17, 1975	Name and Title Ted M. Levine, President	Signature <i>Ted M. Levine</i>
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UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

NOV 25 10 20 AM '75

EXHIBIT B

REGISTRATION UNIT
CRIMINAL DIVISION

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
DEVELOPMENT COUNSELLORS INTL. LTD.	THAILAND BOARD OF INVESTMENT

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
 - ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
 - ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Direct mailing to U.S. companies, publicity releases and radio/t.v. placement and presentations to business and press groups on investing in Thailand.

TERMINATED

DATE 1/76

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Research writing, clearance, production, distribution and direct contact for direct mailings, publicity and special events, as outlined, on investing in Thailand.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

N/A

Date of Exhibit B	Name and Title	Signature
November 17, 1975	Ted M. Levine President	<i>Ted M. Levine</i>

^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

RECEIVED
DEPARTMENT OF JUSTICE
Nov 25 10 20 AM '78
REGISTRATION UNIT
CRIMINAL DIVISION
New York, New York 10044
Burray Bill 7-0383

September 23, 1975

Mr. Somphong Wanapha
Chief Representative
Thailand Board of Investment
5 World Trade Center, Suite 3443
New York 10048

Dear Mr. Wanapha:

I am writing following our interesting telephone conversation on September 18.

We were most interested in the recent visitation to the United States by Finance Minister Choanhu Rajanathan and his most interesting comments on how Thailand is seeking more U.S. investment with far less restrictions than other developing areas in this part of the world.

We specialize in telling this story to U.S. and Canadian investment decision makers and their advisors, and we have been doing so for the past 15 years. We would therefore like to make a preliminary proposal to you which you plan to send on to Bangkok for a decision subject to the following relevant points:

- (1) Development Counsellors specializes in utilizing low cost promotion to attract investment, entrepreneurship and industry. We are a unique firm in the United States, and as the attached client list indicates, we have been doing this kind of work for over 40 countries, states, provinces and cities since 1960 including, among many others, Australia, Trinidad & Tobago, Puerto Rico, the Netherlands, Ireland, etc.
- (2) We believe that the points registered by the Finance Minister during his visitation to the U.S. particularly emphasizing the political and economic stability of Thailand as well as the generous investment guarantees offered to foreigners should be incorporated into a program of intensive promotion.
- (3) This program should utilize the following elements and techniques:
 - a. Specialized direct mail to investment decision makers with particular emphasis on those contemplating international operations or expansions.

- b. Favorable articles in the U.S. and Canadian business press on Thailand's relative profit potential advantages for a wide variety of private companies. Among key publications here are the WALL STREET JOURNAL, BUSINESS WEEK, TIME, CHICAGO TRIBUNE, FORBES, BARRON'S and the FINANCIAL POST OF CANADA. I emphasize articles here rather than advertisements for two reasons; because they are better read and because they are much less costly.
 - c. Presentations of the Thailand investment story on *television* network and local television. (We have successfully placed similar development clients on such programs as MEET THE PRESS, FACE THE NATION, THE FIRING LINE, and the NBC TODAY SHOW.)
 - d. Special events which would focus on Thailand and its specific investment opportunities, for example, a presentation to the International Executives Association, New York, or a "Salute to Thailand Night" at the National Press Club in Washington.
- (4) In terms of time, we would suggest that this program be initiated on January 1, 1976 and continue to December 31, 1976. In response to your question I also indicated that a six-month pilot program would be possible. In both cases any continuation would be based upon proved performance and the quality of actual investment inquiries elicited as a result of the planned effort.
- (5) The fee cost of this program would be at a rate of \$2,000 per month plus indicated out-of-pocket expenses. The total cost, then, would be about \$30,000 for a one-year program and around \$15,000 for a six-month program.
- (6) Finally, I would wish to reiterate one point: Thailand has perhaps the most favorable investment climate in Southeast Asia and could be a powerful magnet for U.S. companies seeking new investments, plants, joint ventures or licensing arrangements. A limiting factor, though, is wide ignorance within the business community of what Thailand offers plus a series of unfortunate misconceptions. The purpose of the program outlined here would be to provide the necessary information, correct the misinterpretations, update and project a favorable investment image for your country and elicit hundreds of top level investment inquiries for follow-up in the United States.

Development Counsellors International Ltd.
20 East 43 Street
New York, New York 10017
Murray Hill 7-1383

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As a next step I believe you will be passing this proposal on
to your headquarters Board in Bangkok.

We look forward to their reaction and reply in the near
future.

Sincerely,

Ted M. Levine
President

Encl.

Development Counsellors International Ltd.
20 East 46 Street
New York, New York 10017
Murray Hill 7-1383

October 27, 1975

Mr. Somphong Wanapha
Chief Representative
Thailand Board of Investment
5 World Trade Center, Suite 3443
New York 10048

Dear Mr. Wanapha:

This shall serve as a letter of agreement between Development Counsellors International and the Office of the Thailand Board of Investment to carry out a special program of promotion subject to the following terms and conditions:

- (1) The multi-phased promotion program described in our September 23, 1975 letter to you shall begin on November 1, 1975 and continue for a period of six months terminating on April 30, 1976.
- (2) The cost of this program shall be at a total fee of \$2,500 a month, or \$15,000 during the six months. There shall be no additional expenses billable by us to you.
- (3) Payment of the total of \$15,000 shall be made by the Office of Thailand Board of Investment in New York to Development Counsellors International in three equal sums of \$5,000 each: the first payment to be billed and paid immediately; at the mid-point on January 31, 1976 the second payment would be billed and paid; and the final payment of the project on April 30, 1976.
- (4) During the latter portion of this program, Development Counsellors International shall design without additional cost specific recommendations based on experience for a longer term future program which shall be presented to you for discussion as to possible continuation of this contract after the April 30 termination date.
- (5) This agreement can be terminated by either party on 30 days written notice.

Development Counsellors International Ltd.
20 East 46 Street
New York, New York 10017
Murray Hill 7-1383

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Your signature on one copy of this letter of agreement shall signify your acceptance of its terms.

We look forward to working with you on what we believe will be a jointly most successful assignment.

Sincerely,

Ted M. Levine

Ted M. Levine
President

Att.

Accepted: *Sanyong Wang*